

Business Development Manager

The Centre for Excellence in Mining Innovation (CEMI) is undertaking the Mining Innovation Commercialization Accelerator Network (MICA), building a national ecosystem as a network of collaborative regional networks. MICA is a \$112 million program, designed to bridge the innovation-commercialization gaps that delay commercial success, domestically and globally. The MICA mandate is to:

- Connect Regional Mining Clusters to Cross-Sector Innovation Centres across the country
- Create a National Network to commercialize innovations into the mining industry
- Utilize the Canadian advantage of SME-based innovations to create a national mining technology ecosystem

The Role

The MICA Business Development Manager is an integral member of the CEMI team responsible for the effective delivery of the National commercialization program. This self-motivated individual has an innovative mindset, is responsible for direct MICA member support, organizing and coordinating business development engagements and supporting commercialization activities notably with small to medium enterprises (SMEs), as part of the Business Development office.

The Responsibilities

- Contact and meet potential MICA members
- Onboard and support MICA Members with delivery of member benefits and overall MICA Program
- Meet with MICA Members to identify business development and commercialization requirements
- Meet with technical project proponents and partners as a member of the MICA team
- Attend project meetings to assist with determination of business support requirements
- Assist in the preparation and implementation of network business development activities
- Report on business development progress activities throughout the process of commercializing innovations
- Participate in the organization, planning and implementation of MICA Network Activities nationally
- Utilize project management and customer relationship management tools to monitor efforts
- Effectively and accurately communicate relevant project information internally and externally

Qualifications and Skills

- Degree or Diploma in Business Administration, Innovation Support, Commerce or related field
- Minimum 2 years of experience supporting small businesses in Canada, experience in Business Consulting
- Knowledge about the mining industry, the mining cycle, trends and challenges faced by the mining industry
- Knowledgeable about business, technical issues and innovative technologies
- Effective communication skills including verbal, written and presentation skills
- Proven ability to work effectively and show initiative both independently and in a team-based environment
- Demonstrated willingness to be flexible and adaptable to changing priorities
- Strong online research and communication skills
- Ability to travel both nationally and internationally
- Diligent with strong organizational skills
- Experience with customer relationship management
- Bilingualism is preferred (French & English)

Please submit your resume and cover letter in confidence via email to info@cemi.ca by **Friday, January 27, 2023**.

Note that only those selected for an interview will be contacted. CEMI is committed to equity in employment and encourages applications from all qualified applications including women, aboriginal people, members of visible minorities and persons with disabilities.